

5 PMA (Positive Mental Attitude)

Black Belt Masters have a positive mental attitude, and know how to keep it, even when things are going against them.

Paul Herbert was a top karate fighter, competing in karate tournaments all over the world. Sometimes in a fight he would get hit first, so his opponent would be ahead on points scored.

Paul would then think that HE had just scored the point. So all he had to do was to resume the fight, and do what he had 'already done'. Even though what he had 'already done' was only in his mind.

Even though he had just suffered a negative experience (going a point down), mentally he was positive, he was ahead. This positive mental attitude helped him win fights when he had gone a point down and was losing.

Every time you experience a 'bad' event (except maybe really traumatic ones), think of one positive aspect that you can take from the experience. Something you can learn, something you can take away that will be of use to you in the future.

Get some scars

Black Belt Masters have a positive attitude about getting scars.

When we get scars we are learning a bit about what does work, but a lot about what doesn't! Getting scars is where we have the best opportunity to learn from our mistakes, and from others who are better than us.

It is the Black Belts who are still in the ring, still training and practising, who have most of the scars. The people who have given up, who couldn't take the heat, have gone. They are no longer getting any scars, but they are not training either. They are not progressing.

Keep getting scars. Keep getting better.

Universal Law of Sales

The Universal Law of Sales has helped me win big clients and get big orders. It works time and time again, across many different types of industries, many different types of companies. It works with me, it works

with other people.

The Universal Law of Sales says that when you are working on building your business, getting more customers, that as long as you keep focused, with integrity, working intelligently and hard, something positive will happen. It may not be what you think will happen. It may not be directly connected with the activities you have been doing, but something positive will happen. It will be an unexpected order. It will be a prospect you last spoke to six months ago who said “No”, who contacts you out of the blue and says “Yes, let’s go ahead now.”

You must be focused and working intelligently. So if, for example, you are spending time and energy in making cold calls, or doing social media, and you have been working on this for a good while, it is probably time to focus your efforts on something else.

Visualisation

When I went for my third Dan Black Belt grading, I was a bit fed up with failing the exam the first time, then retaking it and passing as had happened with both my first and my second Dan gradings. This was nobody’s fault but my own.

I wanted to pass my third Dan the first time. There were two things I did differently in my preparation for the exam. They were both to do with visualisation.

I visualised performing every single part of the exam, every technique, perfectly. I visualised this happening in different parts of the hall where the grading exam was to be held. I visualised me walking to my allotted area from the right hand side of the hall. And from the left hand side.

The other thing I did was to have some hypnotherapy to help overcome the effects of having been bullied at school. This was 30 years ago, but I knew there were issues to be addressed. I visualised that by achieving my third Dan, I would be casting these demons aside. I visualised that as it was announced that I had reached the standard required, I would be free of the negative thoughts and emotions that had been with me for 30 years.

I passed first time.

Black Belt Masters visualise positivity in everything they do. If you look for negatives, if you focus on negatives, you will find them. If you focus on positives, you will find THEM!

“As you think, so shall you become.”

Bruce Lee

If you focus on the problem, you will continue to have a problem. If you focus on the solution, you will find the solution. Visualise the problem being resolved, visualise the solution happening. And visualise how that makes you feel.

Patience

Black Belt Masters know that some things take longer than we would like. But they remain positive, because they have patience. They know the good things in life are worth waiting for.

A key experiment that showed the value of patience was the Stanford Marshmallow experiment, which focused on delayed gratification.

In the experiment in 1960, children were told they could have a marshmallow now, but that if they waited for 15 minutes they could have two marshmallows! One third of the children waited the full 15 minutes before eating two marshmallows. Subsequent studies done over the next 40 years showed that these children went on to achieve more academically, be healthier, less stressed, and generally fared better in life.

The karate grading system teaches patience. The first seven gradings are done every three months. The next three gradings, culminating in the grading for the first Black Belt, are six months apart. So to get to Black Belt takes almost four years.

Then to get to second Dan takes a minimum of 2 years. Then to get to third Dan takes a minimum of 3 years. And so on.

By the time we get to say, sixth Dan, we have been doing karate for a minimum of 24 years!

Black Belt Masters know the power of patience. The good things in life take time. They are worth waiting for and they are worth fighting for.

Black Belt Masters reject rejection. They will fall down seven times and they will get up eight. Black Belt Masters have a positive mental attitude.

One Thing You Can DO Now:

Think of something bad that you might have experienced recently. What is one positive thing that you can take away from the experience, that you can use to your advantage next time?